

4 Aug

ROUTING AND RECORD SHEET

SUBJECT: (Optional)

DI Contract Support for the FASAC

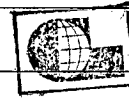
FROM:

Procurement Executive/OL

EXTENSION

NO.

OL 0094-88



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DATE

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TO: (Officer designation, room number, and building)

DATE

OFFICER'S INITIALS

COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)

1. DDA/ENA
7D24 Hqs

8 AUG 1988

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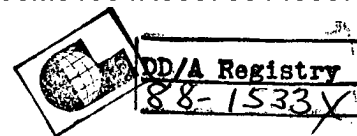
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DELPHIC associates
incorporated



7700 LEESBURG PIKE, #250, FALLS CHURCH, VA 22043 (703) 556-0278

12 ^{July}~~June~~ 1988

Mr. Ray Huffstutler
Deputy Director for Administration
Central Intelligence Agency
Room 7 D 24 Headquarters
Washington, DC 20505

Dear Mr. Huffstutler:

Two months ago we wrote the attached letter to the DDI Contract Office asking for an opportunity to bid on the FASAC multiyear proposal which SAIC has enjoyed on a sole-source basis for some years. (Attachment A)

We believe that we can do the work as well if not better at lower cost to the US government.

We received no answer to this letter and in response to our telephone inquiry today were told by Al Cole of the DDI Contract Office that the FASAC contract was "to be awarded tomorrow" to SAIC as they have invested their company's resources on this project. (our inter-office memo re: this telecon is Attachment B)

In a very similar case, we were told last year even though we had performed well in connection with the emigre monographs for 7 years, the Agency desired to issue a competitive bid so as to afford others the opportunity to demonstrate their ability. Delphic then won the resulting competition. It seems to me that the same standards should apply to the FASAC contract.

In light of our 2 months old request to bid on the FASAC contract which was disregarded by the Contract Office, I ask that you delay the awarding of the FASAC contract until we have been given the opportunity to submit our bid. If, as Cole states, the award was actually made on the 13th, please advise me of the existing appeal procedures.

Sincerely,

A handwritten signature in dark ink, appearing to read 'Gerold Guensberg'. Below the signature, the name and title are printed.

Gerold Guensberg
Director

GG:pih



Central Intelligence Agency



Washington, D. C. 20505

0 4 AUG 1988

Mr. Gerold Guensberg
Director, Delphic Associates Incorporated
7700 Leesburg Pike, #250
Falls Church, Virginia 22043

Dear Mr. Guensberg:

Your letter of 12 July 1988 requesting an opportunity to bid on the Agency's requirements for contractor services in support of the Foreign Applied Sciences Assessment Center (FASAC) was referred to me by the Deputy Director for Administration. I have reviewed the salient facts surrounding the current FASAC contractual effort and the Agency's requirements for future support.

There is no intention to award a sole-source contract for FASAC this fiscal year. Delphic Associates will be included in the list of firms invited to compete for a multiphase FASAC support contract in the first or second quarter of calendar year 1989. If you have any further questions concerning this matter, please contact me on .

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Thank you for bringing this matter to my attention.

Very truly yours,



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